

## Account Executive

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Company: Cloud Software Group

Location: United Kingdom

Category: other-general

Analyze and develop an account based strategy which will generate recurring growth on existing account base while consolidating existing account motions into a simple yet valuable transaction for the account

Execute an account-based sales strategy in assigned portfolio, focusing on growth and retention

through strong ARR; drives accountability to deliver on account plans among the extended customer teams internally.

Develop value-proposition presentations and specialized business plans for customers that drive business outcomes to generate business and new opportunities.

Provide detailed and accurate sales forecasting with emphasis on ARR growth

Demonstrates a strong understanding of the customers' business strategy and the direction of the industry, serving as a trusted advisor demonstrating how CSG can impact their objectives

Understand each customer's technology footprint and strategy, business drivers and landscape, and strategic growth plans.

Builds and maintains relationships with executives and business and technical decision makers

at high levels of the customer's organization to establish alignment on mutual goals and trust in future interactions

Negotiate and manage end-to-end, complex sales-cycles, often presenting to C-level executives

Identify the right specialist/support resources to bring into account negotiations and

presentations

Advocates on behalf of the customer internally, ensuring requests and needs of assigned accounts are being addressed.

Orchestrates internal teams to anticipate issues/risks on customer satisfaction and ensure a constant focus on post-sales obligations and support

Leverages best-in-class sales and communication techniques and tools to meet customer needs and accelerate sales.

Develops plans to offer solutions that satisfy customers' key performance indicators (KPIs) and align the right partner solution for customer industry needs.

Candidate Requirements:

10+ years of sales experience within software OR solutions sales organization

5+ years experience selling SaaS or PaaS

Experience establishing trusted relationships with current and prospective clients and other teams

Experience producing new business, negotiating deals, and maintaining healthy C-Level relationships with IT and Lines of Business

Experience consistently overachieving on sales targets

Experience quarterbacking account teams within a matrix sales team environment, promoting a 'win as a team' approach

Ability to develop relationships throughout the organization outside of existing footprint of technology

Ability to identify key levers and compelling events within a customer base and structuring and executing a sales plan

### **About Us:**

Citrix and TIBCO recently merged to create Cloud Software Group, now one of the world's largest cloud solution providers, serving more than million users around the globe. When you join Cloud Software Group, you are making a difference for real people, each of whom count on our suite of cloud-based products to get work done — from anywhere. Members of our team will tell you that we value diverse lived experiences, passion for technology, and the courage to take risks. Everyone is empowered to learn, dream, and build the future of work. We are on the brink of another Cambrian leap -- a moment of immense evolution and growth. And we need your expertise and experience to do it. Now is the perfect time to move your skills to the cloud.

Cloud Software Group is firmly committed to Equal Employment Opportunity (EEO) and to compliance with all federal, state and local laws that prohibit employment discrimination. All qualified applicants will receive consideration for employment without regard to age, race, color, creed, sex or gender, sexual orientation, gender identity, gender expression, ethnicity, national origin, ancestry, citizenship, religion, genetic carrier status, disability, pregnancy, childbirth or related medical conditions (including lactation status), marital status, military service, protected veteran status, political activity or affiliation, taking or requesting statutorily protected leave and other protected classifications.

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